NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

ASE USE BLACK INK OR TYPEWRITER WHEN.
:PARING YOUR BID. BE SURE YOU HAVE
ERTED YOUR COMPANY'S NAME IN THE BOX
   =>   =>   =>   =>   =>

Bidder
Follett Library Resources

:em I, Trade; Item II, Non-Trade;
:em III, Textbook Publications,
:ent discount shall be offered as
vs: List less _____% Discount
:m IV, Net Publications, a
ling charge shall be as
vs: $_____ each
_Zero if No Discount or No Charge

*Unlike other vendors, Follett's catalog prices & TITLEWAVE prices already reflect our discounts. Follett uses a cost plus method of pricing books. Our current catalog & TITLEWAVE reflect up to 45% discount off publisher's list prices on trade and paperback, up to 30% discount for publisher's library & prebound. Discounts offered by Follett will vary depending on the publisher and the type of binding.

PUBLICATIONS

	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text-Books	Item IV NET Handling Charge
A.-E. PRINT				
CLOTH BINDING				
Discount/Charge per copy	*0–45 %	*0–45 %	_____ %	$ 0
Volume Pricing-Price Breaks for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
LIBRARY BINDING				
Discount/Charge per copy	*0–30 %	*0–30 %	_____ %	$ 0
Volume Pricing-Price Breaks for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
PAPERBACKS, QUALITY				
Discount/Charge per copy	*0–15 %	*0–15 %	_____ %	$ 0
Volume Pricing-Price Breaks for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
PAPERBACKS, MASS MARKET				
Discount/Charge per copy	*0–45 %	*0–45 %	_____ %	$ 0
Volume Pricing-Price Breaks for Single Title: ____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____
____copies	_____ %	_____ %	_____ %	$_____

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	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text- Books	Item IV NET Handling Charge
PREBOUND HARDBACKS				
Discount/Charge per copy	*0–30 %	*0–30 %	___ %	$ 0
Volume Pricing-Price Breaks	The volume discount offered is for multiple copies of the same title.			
for Single Title: 25–49 copies	Additional 1% %	Additional 1% %	___ %	$ 0
50–99 copies	Additional 2% %	Additional 2% %	___ %	$ 0
100–249 copies	Additional 3% %	Additional 3% %	___ %	$ 0
250–499	Additional 4%	Additional 4%		0
500+	Additional 5%			0

NON-PRINT AND OTHERS
Discount/Charge for single unit

	Item I	Item II	Item III	Item IV
Audio Cassettes (music, educational, etc.)	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Audio Visual Materials	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Books on Tape Abridged	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Books on Tape Unabridged	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
CD-ROM (fixed price only-no online services)	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	0 $
CD-ROM (additional discount if offered in conjunction with an online service)	No Bid ___%	___ %	___ %	$
CDs (music, etc.)	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Encyclopedias	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Laser Disc	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	$ 0
Maps	No Bid ___%	___ %	___ %	$
Microcomputer Software (educational)	Net Catalog Prices ___%	Net Catalog Prices ___%	___ %	0 $
Microform (Microfiche and microfilm)	No Bid ___%	___ %	___ %	$

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PUBLICATIONS

	Item I TRADE Discount	Item II NON-TRADE Discount	Item III Text-Books	Item IV NET Handling Charge
Slides	Net Catalog Prices ___%	Net Catalog Prices ___%	___%	$ 0
Video Tapes (feature film, educational, etc.)	Net Catalog Prices ___%	Net Catalog Prices ___%	___%	0 $____
Other (please specify) Accelerated Reader Software	Net Catalog Prices ___%	Net Catalog Prices ___%	___%	$ ½-1% Shipping Charge
	___%	___%	___%	$____
A/V Automated Processing unattached	___%	___%	___%	$1.49
A/V Automated Processing attached	___%	___%	___%	$2.49
A/V Nonautomated Proc'g unattached	___%	___%	___%	$1.49
CD-ROM Automaed Processing unattached	___%	___%	___%	$1.49
CD-ROM Nonautomated Proc'g unattached	___%	___%	___%	$1.49

ume Pricing-Price Breaks for
tion F for Multiple Units-List
-Print Sub-Item Numbers:
gregate pricing to be offered
subsequent pages)

		Accelerated Reader Disks			½
15	8+ Disks units	5% ___%	5% ___%	___%	$-1% Shipping Charge
____	_____ units	___%	___%	___%	$____
____	_____ units	___%	___%	___%	$____
____	_____ units	___%	___%	___%	$____
____	_____ units	___%	___%	___%	$____

Charge	Services-Specify

SERVICES
See Page 20,
"Detailed Specifications."
Bidders to specify the
services they offer.

Catalog Kits	$ .79 unattached for books

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2. Cataloging and Processing

Automated Proc'g Pkg Attached $ .59/book   MARC, barcode, spine, mylar on jackets

Automated Proc'g Pkg w/Cards $ .89/book   MARC, barcode, spine, mylar on jackets

_____ $_____   & a card set attached

Nonautomated Proc'g Pkg attached $ .99/book   Card set, pocket, borrower's card, spine,

_____ $_____   barcode, MARC, mylar on jacket

Automated Accelerated Reader Proc'g .68/book   MARC w/ 526 tag, small or large label,

3. Rebinding of Paperbacks $ attached   barcode, spine & mylar on jacket.

_____ $_____   _____

    No Bid $_____   _____

_____ $_____   _____

4. Shelf Ready Books $_____

Full Shelf Ready Proc'g $ .99/book   Catalog card set, pocket, borrower's card,

_____ $_____   spine, barcode, MARC & mylar on jackets.

_____ $_____   _____

5. Customized Reports $_____

Core Collection $ No Charge   Customized list of books/new school

Collection Development List $ No Charge   Customized list of books/specific

_____ $_____   subject, Dewey, grade, reading level

6. Bibliographic Records $_____

  USMARC or MicroLIF $ No Charge   MARC record on disk

  USMARC or MicroLIF $ No Charge   Electronic Download by e-mail

  Catalog Card Set $ .69   Includes 7 cards

7. Security Tape $_____

  Check Point $ .49/book   Checkpoint security

  Knogo $ .49/book   Knogo security

  3-M $ .49/book   3-M security

8. Bar Codes $_____   Personalized w/library name, barcode

  One Barcode $ No Charge   number, call number & book title.

  2+ Barcodes $ .09 each   _____

_____ $_____   _____

9. Other - Bidder to list:

MARC Record w/526 tag $ No Charge   526 tag contains reading program info

MARC Record w/521 tag $ No Charge   521 tag contains Lexile measurement

Reading Program Info Label $ .09/label   Small or large info label for Reading
                                                   Counts or Accelerated Reader books

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e "Discounts," "Aggregate
scounts," clauses and
etailed Specifications."
ase specify the amounts that
oly in the left column and the
counts to the right of the
lid line.

DISCOUNTS

	Item I	Item II	Item III	Item IV NET.
	TRADE Discount	NON-TRADE Discount	Text-Books	Handling Charge

OLUME PRICING-PRICE BREAKS
agency's aggregate purchase
dollars. Please specify the
ount that applies: $ No Bid

$ or %

	%	%	%	
	%	%	%	
	%	%	%	

OLUME PRICING-PRICE BREAKS
aggregate contract purchases
dollars statewide: $ No Bid
$
$

	%	%	%	
	%	%	%	
	%	%	%	

THER VOLUME PRICE BREAKS AND/
R DISCOUNTS - Bidder to explain:
$ See Below
$
$

	%	%	%	
	%	%	%	
	%	%	%	

Electronic Access Ordering Discount   No Bid %
Prepayment Plan Discount   No Bid %
Deposit Account Discount   No Bid %
Approval Plan Discount   No Bid %
Please Explain . . . .

Follett Library Resources offers discounts for a specific list of reference titles
(dictionaries & thesauri) that have a minimum order of 51 copies per title.
For more information, a customer could contact Terry Small or our customer service
department @ 888.511.5114.

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BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): __58__
    In lieu of three years, previous experience may be considered
    or five references may be provided.
    See "Qualification of Bidder" clause.

2. If bidder does not meet the three-year requirement, has either
    documentation of previous experience or the required five
    references (including company name, contact person, complete
    address, telephone and fax numbers) been attached?

    _____ YES _____ NO

3. Does bidder offer an electronic access ordering system (optional)?
    Collection development, quotes & ordering   __XXX__ YES _____ NO

4. If yes, name of computer software system offered for electronic
    access ordering system: __TITLEWAVE Internet @ www.titlewave.com__

5. Is 24-hour rush delivery available (optional)?   __XXX__ YES _____ NO

6. If yes, is there an additional charge for 24-hour delivery?   __XXX__ YES _____ NO

7. If there is a price additional for 24-hour delivery, on what basis
    (state "0" if none)? __Customer would pay the shipping charges.__
    Charge: $ __Average of $1.00 per book__

8. Is bidder offering foreign product?   __XXX__ YES _____ NO
    If yes, please identify: __Books available in Spanish, French, Vietnamese, Asian, Italian,__
    __Chinese, Hmong, Korean and more. See enclosed World Language__
    __Catalog.__

9. Toll-free numbers for state procurement use
    (see "Toll-Free Numbers"): Telephone: __888.511.5114__ Fax: __800.852.5458__
    __or www.flr.follett.com__

10. If a toll-free number is not currently available, is bidder willing
    to establish a toll-free number, if awarded a contract?   _____ YES _____ NO

11. Is bidder prepared to submit the required financial statements
    within five business days of request (see "Financial Stability"
    clause)?   __XXX__ YES _____ NO

12. Guaranteed Delivery (Number of calendar days required to
    ship 95 percent of typical order)?   __60__ Days A/R/O

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13. In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:

Company Name: **Follett Library Resources**

Street Address: **1340 Ridgeview Dr.**

P.O. Box:

City, State, Zip: **McHenry, IL   60050**

Contact Person (please print or type): **Nora Belford**

Telephone Number: 800 **888.511.5114**
Local

Fax Number: 800 **852.5458**
Local

Internet Address (E-mail): **nbelford@flr.follett.com**

WWW Site: **www.flr.follett.com**

14. Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:

    XXX YES   NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?

    YES   **XXX** NO

If "YES", please explain in detail: